

Message Text

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ACTION COME-00

INFO OCT-01 AF-06 EUR-12 ISO-00 EB-07 CIAE-00 INR-07

NSAE-00 /033 W

----- 033972

R 141133Z FEB 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 7985

INFO AMEMBASSY PARIS

AMEMBASSY MOSCOW

AMCONSUL IBADAN

AMCONSUL KADUNA

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E.O. 11652: N/A

TAGS: EIND, EMIN, BEXP, BMEP, NI

SUBJ: NIGERIAN STEEL DEVELOPMENTS

REF: LAGOS 10703 AND 11556, STATE 030216 (PAR 3) NOTAL

1. EMBASSY AND AMCONSUL KADUNA (KADUNA 0031 NOTAL) HAVE BOTH HEARD THAT NIGERIAN STEEL DEVELOPMENT AUTHORITY (NSDA) IS INCREASINGLY IMPATIENT WITH SLOW PACE, LOW QUALITY, AND HIGH COST OF SOVIET ASSISTANCE TO DEVELOPMENT OF NIGERIAN IRON AND STEEL INDUSTRY. PROJECT MANAGER RECENTLY TOLD A VISITOR BLUNTLY THAT WHEN PROJECT GETS UNDERWAY, NSDA WILL SEEK TO MAXIMIZE PROCUREMENT OF GOODS AND SERVICES FROM WESTERN SOURCES, AND A WESTERN CONSULTING FIRM HAS ALREADY BEEN ENGAGED WHICH WOULD ADVISE NSDA INDEPENDENTLY OF THE RUSSIANS.

2. IDENTITY OF THE CONSULTING FIRM HAS STILL NOT BEEN CONFIRMED BY NSDA, BUT IT IS KNOWN TO BE FRENCH. EMBASSY HAS HEARD THAT ONE POSSIBILITY SOUNDS LIKE SOFRA-ACIER. (WOULD APPRECIATE ANY READILY AVAILABLE INFORMATION AMEMBASSY PARIS MIGHT HAVE ON SUCH FIRM.) ACCORDING INDUSTRY SOURCE, NSDA PREFERRED W.S. ATKINS, BUT THIS BRITISH FIRM FAILED EXPRESS SUFFICIENT INTEREST.

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3. EMBASSY NOT AWARE ANY CURRENT INTEREST ON PART U.S. FIRMS OTHER THAN AS REPORTED REFEMBTELS (EXCEPT GE WHICH MAINTAINS PERIODIC CONTACT WITH NSDA). IN VIEW CURRENT DISSATISFACTION WITH RUSSIANS AND BEFORE FRENCH BECOME ENTRENCHED, TIME NOW RPT NOW RIPE FOR CONCENTRATED COMMERCIAL EFFORT BY SOURCES OF U.S. EQUIPMENT AND TECHNOLOGY, INCLUDING LICENSORS OF DIRECT REDUCTION PROCESSES.

4. AS FOR SWINDELL-DRESSLER (REFDEPTEL), NSDA PROJECT MANAGER TOLD COMPANY REPRESENTATIVE DECEMBER 6 THAT CONSULTANT ALREADY CHOSEN. REP NEVERTHELESS FOLLOWED UP CONVERSATION WITH LETTER ON DECEMBER 11 DESCRIBING S-D'S CAPABILITIES AND PROMISING MORE INFORMATION "IN NEAR FUTURE." EMBASSY HOPES THIS WAS DONE AND THAT S-D MAINTAINS CONTACT THROUGH CORRESPONDENCE AND VISITS.

5. FOOTNOTE. AMCONSUL IBADAN REPORTS (IBADAN 0036 NOTAL) THAT A GROUP OF PRC TECHNICIANS VISITED THE PROPOSED STEEL MILL SITE AT AJAOKUTA AT END NOVEMBER 1974.
REINHARDT

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Message Attributes

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Disposition Date: 28 MAY 2004
Disposition Event:
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